



John White

Managing Director

PFM Financial Advisors LLC

John White serves as a managing director, chairman, and a member of PFM's Board of Directors. John served as PFM's chief executive officer (CEO) for 30 years until the conclusion of 2011, expanding the firm's presence into specialized sectors such as transportation, public power financing, higher education, and pension consulting. During his tenure, PFM grew from a single office with five employees in 1980 to more than 445 employees in 34 offices nationwide. He was largely responsible for the acquisition of Financial Management Services in 1986 and, as a result, PFM's entry into the asset management business.

John originated PFM's strategic consulting practice, which is specifically designed to assist state and local governments in strengthening their credit ratings and led the team that wrote the original Five Year Plan for the City of Philadelphia in 1992, enabling Philadelphia to recover from a more than \$200 million structural operating deficit and regain an investment-grade rating. This effort resulted in upgrades from all three major credit rating agencies and Philadelphia's return to the bond market after a two-year absence. Since this initial work for Philadelphia, PFM has successfully undertaken similar efforts for many other communities in the U.S.

Prior to joining PFM in 1980, John held policy-making positions in various aspects of local, state, and federal governments. He has been a member of the Boards of the Philadelphia Chamber of Commerce and the Kimmel Center for the Performing Arts, as well as Chair of the Philadelphia Zoning Board.



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Education

Muhlenberg College

Started with PFM: 1974

Started in the Field: 1974